

## AMENDMENTS TO THE SPECIFICATION

[00033] In Fig. 2, a customer, C<sup>1</sup>, places, 1, an order entry data set (OEDS), ~~1~~, over a network to an exchange, E<sup>1</sup>. The OEDS, ~~1~~, comprises a customer identifier (CI), product identifier (PI), and product volume (PV). The exchange, E<sup>1</sup>, determines the product manufacturer from the PI and transmits, 2a, a manufacturer specific order (MSO), ~~2a~~, through a network to the manufacturer, M<sup>1</sup>. The MSO comprises the PI and PV of those products listed in the OEDS which are manufactured by manufacturer, M<sup>1</sup>, and preferably a customer identifier (CI). Manufacturer, M<sup>1</sup>, transmits, 3, a product availability request (PAR), ~~3~~, to the dealer, D<sup>1</sup>, wherein the PAR comprises a PI, PV and preferably CI. Based on the ability of the dealer, D<sup>1</sup>, to supply the requested product, a dealer availability report (DAR), ~~4~~, is sent, 4, from the dealer, D<sup>1</sup>, to the manufacturer, M<sup>1</sup>. The DAR, ~~4~~, comprises a dealer availability index (DAI) which may comprise an affirmation, a percentage available or a date available. The DAI may also comprise a dealer price adjustment (DPA) which may include shipping cost, set up cost, service cost, rebate or coupon credits, or other differentials to the price independently negotiated between the dealer, D<sup>1</sup>, and the customer, C<sup>1</sup>. The manufacturer determines a customer price (CP) based on the DPA and the contracted price between the customer and the manufacturer, and an availability location for the product and creates an availability report comprising the customer price and availability index (AI). The availability index is derived from the DAI. If the DAI indicates that the complete order can be fulfilled by dealer D<sup>1</sup>, the AI may only indicate that product is available for delivery. If the DAI indicates that the order can be partially filled by dealer D<sup>1</sup> the manufacturer, M<sup>1</sup>, may supply the customer directly or may supply

all of part of the product from a second dealer. In the case of partial shipment, the AI may indicate that the order will be fulfilled in two parts or it may indicate that a product, or part of a product, is backordered and will be shipped separately. The manufacturer, M<sup>1</sup>, transmits, 5, the manufacturers confirmation report (MCR), ~~5~~, to the exchange, E<sup>1</sup> over a network. The MCR comprises the AI and CP. The exchange, E<sup>1</sup>, transmits, 6, a product order confirmation (POC), ~~6~~, comprising the MCR. It would be apparent from the description that the OEDS, ~~1~~, may comprise product identifiers which identify products manufactured by a second manufacturer other than M<sup>1</sup>. In this instance, the POC, ~~6~~, would include an additional MCR from the second manufacturer.

[00034] After receiving the POC, ~~6~~, the customer, C<sup>1</sup>, transmits, 7, a purchase order (PO), ~~7~~, to the exchange, E<sup>1</sup>. The exchange transmits, 8, a purchase confirmation (PC), ~~8~~, comprising the MSO to the manufacturer, M<sup>1</sup>. The exchange, E<sup>1</sup>, preferably transmits, 9a, a dealer purchase order (DPO), ~~9a~~, directly to the dealer, D<sup>1</sup>, and the dealer transmits, 10, the appropriate product to the customer, ~~10~~. In another embodiment the exchange E<sup>1</sup> transmits, 8, a purchase confirmation, ~~8~~, to the manufacturer and the manufacturer transmits, 9b, the DPO to the dealer, ~~9b~~. The customer, C<sup>1</sup>, compensates, 12, the dealer, ~~12~~, and the dealer compensates, 13, the manufacturer, ~~13~~.

[00035] In an alternative embodiment, a dealer specific order (DSO), ~~2b~~, is transmitted, 2b, from the exchange, E<sup>1</sup>, directly to the dealer, D<sup>1</sup>. The dealer, D<sup>1</sup>, preferably transmits, 4, the DAR, ~~4~~, to the manufacturer, M<sup>1</sup>, and the remaining sequence of transactional steps are followed as previously described.

[00036] In an alternate embodiment, the manufacturer, M<sup>1</sup>, supplies, 11, the customer directly ~~as indicated at 11~~. In this

embodiment it is most preferred that the customer compensate,  
14, the manufacturer directly for the product ~~as indicated at~~  
~~14.~~